

How's Your Credit?

A Short Talk To the Boy, the Young Man and, If Not Too Late the Old Man On Business Credit by

CREDIT, my boy, is of more importance in the business world today than money. Without credit, you will never climb very high on the ladder of Commercial Success. Without credit, the merchants of El Paso would carry less than one third of the merchandise they now have on hand. Without Credit, our busy city would never have grown above a country village. Without credit, your city, state and county would go bankrupt. Credit is that unseen quantity that enables a man to purchase four times as much merchandise as his money alone would buy; it is the very foundation upon which he builds up his business and upon the strength of it depends his future success. Credit can not be bought—it must be earned, and you can not start too early in life to earn it. The average boy, in applying for his first position in business life, is hard pressed for want of suitable reference—he offers the name of his Sunday school teacher, his minister and possibly one or two of his neighbors. The young man does likewise with possibly the addition of a former employer. These are all very good as far as they go and in a small community, no doubt, sufficient, but to the busy business man of the city there is but one absolutely reliable source of reference to which he turns—THE BANK. What does your local banker think of you—can he recommend you? That's the all important question. Take for instance the case of the young man who applied for a position in the general office of the Pennsylvania R. R., a few years ago. Out of about forty applicants he was the only one who did not have a letter of recommendation, having had no previous experience, but something in his appearance appealed to the examining official and he pressed him for information as to his habits, etc. "Haven't you anything to prove your reliability?" he asked. "Only this," replied the young man, producing a well worn bank book showing over eighteen months steady savings deposit. "Only that!" exclaimed the official, "why, that's the best letter of recommendation I've read today, report for duty tomorrow." That bank book only showed a little over \$50 in cash, all told, but its great number of small regular weekly deposits was what attracted the attention of the employer—THAT MEANT CREDIT.

El Paso Bank & Trust Co.

319 SAN ANTONIO ST.

OFFICERS

R. M. Turner, President.
F. P. Jones, Vice-President.
A. F. Kerr, Vice-President and Cashier.
Lee H. Crews, Assistant Cashier.

DIRECTORS

R. M. Turner, A. F. Kerr, Lee H. Crews, F. P. Jones, Robert Martin



Nothing ever invented to induce one to save steadily than one of these Little Banks

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FOR MUNICIPAL OWNERSHIP
"Under the conditions existing in El Paso we are of the opinion that 10 percent on the cash investment is a fair and reasonable return on capital."

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From the report of the Robert W. Hunt Co. If the city has got to pay rates to a private company to give the owners of the company 10 percent profit, why not buy the plant and pay the profit into our own pockets?

H. J. Simmons general manager of the Southwestern, returned Monday evening from Chicago, to which point he accompanied vice president A. C. James.

Read Hoyt Furniture Co.'s advertisement on society page, this issue.



WOMEN'S OXFORDS

Extra good values in patents, tan and kid leathers; light or heavy soles; 10 new shapes at

\$3 and \$3.50

Misses' and children's Oxfords and Ankle Strap Pumps; patents, tan and calf leathers,

\$1.25 to \$3

KINNEY SHOE CO.

BOTH DOLLIVER AND CUMMINS SCORE REPUBLICANS

In Des Moines, Iowa, They Take a Rap at the Old Party.

Des Moines, Ia., May 11.—Denunciation of the tariff bill and the men who passed it, characterized the speeches of senator Jonathan P. Dolliver and Albert Cummins, who opened the progressive campaign in Iowa last night at the Coliseum here.

Senator Dolliver referred to president Taft as the "titular leader" of the Republican party, which meant he said, "A good man surrounded by people who knew exactly what they wanted."

Senator Aldrich was referred to as the man "allied with the Guggenheims."

Returning to the tariff bill, the senator said he had appeared as counsel for the claimants before the land office after he had passed upon the claims as commissioner of the land office. Mr. Ballinger replied that he drew up the affidavit for Clarence Cunningham and presented it to secretary Garfield more as a matter of accommodation than as a lawyer.

Questioning the secretary as to whether the propriety of representing the claimants of the land office before the land office had occurred to his mind, Mr. Ballinger pressed the witness for a direct answer.

Ballinger merely replied that there was no objection to it to occur to his mind as he was satisfied he was violating no law in doing so.

Refusals of No Force.

The attorney general, the attorney general Wickersham, resume of the Glavis charge which had been prepared for the president. Mr. Wickersham construed section 190 of the revised statutes as containing nothing to prevent Mr. Ballinger from appearing as counsel before the land office within two years after he had left it.

Mr. Ballinger asked the secretary why he had not called to the attention of the attorney general or of the president the fact that secretaries Aitchcock and Garfield had both made rulings to the contrary and that assistant secretary Pierce had ruled that Mr. Ballinger himself could not practice before the land office.

Mr. Ballinger replied that he did not consider the rulings had any statute to back them up.

IN THE PUBLIC INTEREST VOTE FOR MUNICIPAL OWNERSHIP

"In the case of the waterworks company the profit becomes available to distribute to the owners of the company, while in the case of public ownership and operation of the plant the profit can be appropriated to make public improvements or can be distributed in the form of lower water rates." From the report of the Robert W. Hunt Co., experts in municipal water supply.

2 lb. and 5 lb. SEALED BOXES!

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BEST SUGAR FOR TEA AND COFFEE! BY GROCERS EVERYWHERE!

and the Evans and Paul Morton in a mammoth trust, incorporated as a rubber company, which is allowed by the articles of incorporation to participate in any kind of business, anywhere on the face of the earth, and which is one of the holding companies in the Guggenheim syndicate for the control of the wealth in Alaska.

"These are the men who are responsible for the tariff bill," declared senator Dolliver. "The bill is only a scheme to rob the people and to increase the holdings of gigantic syndicates."

"The troubles in the Republican party have come not because of what has been said, but of what has been done."

"I am going to have some trouble in keeping inside the breastworks of the Republican party, but I know something of its doctrines. I do not intend to retire from it, although I have been invited and have declined the invitation. I do not recognize Mr. Wickersham or any other man who comes out into the west to read men out of the Republican party who were known before he ever was in it."

Leaders in League With Trust.

Senator Cummins declared that the present Republican leaders are in league with corporations. He said:

"Most of them have been brought up with these influences all around them and therefore whenever a law is proposed that restricts or reduces corporate power, their first inquiry is not will this measure bring help to the people, but is it recommended by the captains of industry, the masters of high finance, the directors of mighty business affairs, the managers of our unparalleled railway systems? As I have just suggested, these leaders of ours always find themselves so busy hearing what these princes of the earth have to say about proposed legislation that they have scant time to consider the wants, desires and needs of the great mass of humanity, made up of millions whose voices are unusually faint and distant, and who never and then are heard in tones that shake the whole structure of organized society."

"I have no hesitancy in naming the present leaders of the Republican party to the congress and the United States. In the senate one man stands solitary and alone, and hitherto his word has been law to that august tribunal. In the house Mr. Cannon, the speaker, has exercised a dominating control and after him come Payne, Dainell and a few others of the same type."

BALLINGER SAYS HE VIOLATED RULES

Secretary Admits That He Did Not Observe All Land Office Rules.

Washington, D. C., May 11.—The existence of rulings in the interior department which Mr. Ballinger must have violated in appearing before the general land office in behalf of the Cunningham coal claimants after his retirement as land commissioner, was brought out by attorney Brandeis in cross examination of the secretary of the interior in the Ballinger-Pinchot investigation Tuesday.

Mr. Brandeis secured an admission from Mr. Ballinger that he had been barred from appearing before the land office by a similar ruling in another case subsequent to his activity in the Cunningham cases and prior to his becoming secretary of the interior.

Mr. Ballinger said he had not called these rulings to the attention of the president to assist him in reaching a conclusion of the Glavis charge because he did not think there was any law to sustain them.

The committee decided to grant the request of attorney Brandeis that Oscar Lawler, assistant attorney general for the interior department, be asked to furnish the original or copies in his possession of the memorandum which he prepared for the president last September and which Mr. Brandeis has intimated the president followed in writing his letter vindicating Ballinger and dismissing the secretary.

Secretary Conceded.

Mr. Brandeis asked the secretary about his connection with several companies that had cases before the land office. In all of these cases Ballinger said he represented the companies purely out of accommodation, and not in the line of business which his firm did not care to develop.

Reading a letter written by Mr. Ballinger as the representative of the Handford Irrigation Company, which used the term "we," Mr. Brandeis asked the witness what were his relations with that company.

"I have no hesitation in saying," said the secretary, "that I had no connection with the company. I have since disposed of it."

"Why did not you state that fact during our direct examination," inquired Brandeis.

"Because I did not think of it and did not think it cut any figure and don't think so now."

Willings to Accommodate.

Returning to the Cunningham claimants, Mr. Brandeis asked the secretary why he had appeared as counsel for the claimants before the land office after he had passed upon the claims as commissioner of the land office. Mr. Ballinger replied that he drew up the affidavit for Clarence Cunningham and presented it to secretary Garfield more as a matter of accommodation than as a lawyer.

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Hood's Sarsaparilla

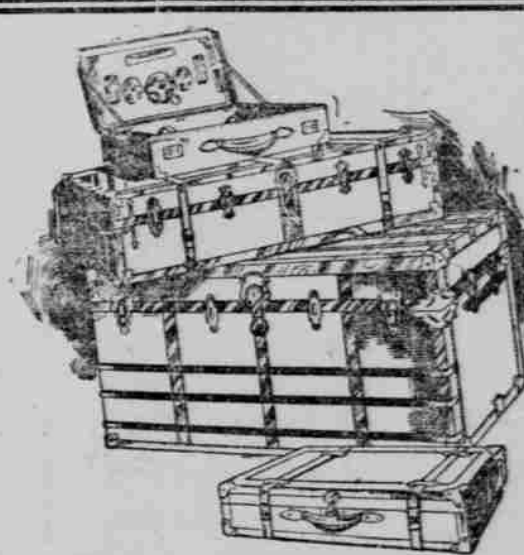
By virtue of its unequalled blood-purifying, nerve-strengthening, stomach-toning, appetite-restoring properties, is the one Great Spring Medicine.

Get it today in usual liquid form or tablets called Sarsatabs. 100 Doses \$1.

MONITION.—Notice is hereby given

that there have been seized in this collection district, for violation of the customs laws, the following described articles, which will be sold in front of the custom house at 10 o'clock a. m. May 12, 1910. Anyone claiming the same is required to appear within the time prescribed by law. Alfred L. Sharpe, Collector of Customs.

Seizures Nos. 7607, 1 muffler; 7608, 2 Panama hats; 7609, 2 silk handkerchiefs; 7610, 6 silk handkerchiefs; 7611, 1 wool blanket; 1 silver spoon; 7614, 1 wool blanket; 8 pcs. drawwork; 7615, 1 zarape; 7616, 2 handkerchiefs; 7617, 2 drawwork handkerchiefs; 7618, 2 drawwork handkerchiefs; 1 pc. drawwork; 2 prs. hose; 7619, 1 silver spoon; 7620, 1 pc. drawwork; 7621, 1 pc. drawwork; 7622, 6 doilies; 7623, 2 pcs. drawwork; 1 watch fob; 1 watch chain; 7624, 4 silk handkerchiefs; 7625, 1 pc. drawwork; 7626, 2 pcs. drawwork; 7627, 1 silk scarf; 1 lace collar; 7628, 2 silk handkerchiefs; 7629, 2 drawwork handkerchiefs; 2 silver brooches; 7630, 1 silk handkerchief; 1 belt pin; 7631, 4 silk handkerchiefs; 7632, 2 prs. silk hose; 2 bullfight handkerchiefs; 1 horn cup; 1 cigar holder; 1 meerschaum pipe; 7635, 1 pc. drawwork; 7636, 2 silk shawls; 2 prs. hose; 1 pr. shoe; 1 child's cap; 2 wool hats; 7647, 1 pr. kid gloves; 7648, 1 pc. drawwork; 7649, 1 pc. drawwork; 7650, 2 pcs. drawwork; 7651, 1 pc. drawwork; 7652, 1 wool blanket; 7653, 1 shawl; 7654, 1 bottle Brillantine; 7657, 1 box face powder; 7659, 3 willow baskets; 7662, 1 silk shawl; 3 pcs. drawwork; 7663, 9 pcs. drawwork; 1 zarape; 24 postcards; 7664, 2 prs. gloves; 1 doz. lace wheels; 7665, 1 zarape; 7669, 8 pcs. jewelry; 7670, 1 pr. kid gloves; 7671, 1 silk bracelet; 7672, 5 pcs. drawwork; 7674, 2 pcs. drawwork; 7678, 2 pcs. wool dress goods; 7679, 7 drawwork handkerchiefs; 7680, 7 pcs. drawwork; 7682, 11 pcs. drawwork; 4 silk handkerchiefs; 7683, 1 shawl; 2 pcs. jewelry; 7685, 1 suit underwear; 7686, 3 prs. kid gloves; 7687, 2 silk handkerchiefs; 7688, 2 pcs. drawwork; 7689, 1 pr. kid gloves; 7690, 4 pcs. drawwork; 7691, 8 pcs. drawwork; 7692, 10 pcs. drawwork; 7693, 1 doz. doilies; 3 pcs. jewelry; 7694, 1 pc. drawwork; 7695, 4 pcs. drawwork; 1 silver spoon; 2 prs. kid gloves; 7698, 1 silk scarf; 4 handkerchiefs; 7697, 5 silk handkerchiefs; 7698, 1 zarape; 2 handkerchiefs; 7699, 2 handkerchiefs; 1 leather purse; 7700, 5 pcs. drawwork; 7701, 1 pc. drawwork; 7702, 1 pc. drawwork; 7703, 1 pc. drawwork; 7704, 1 scarf; 7705, 1 silk handkerchief; 7706, 2 pcs. drawwork; 7708, 1 pc. drawwork; 7710, 2 pcs. drawwork; 7711, 8 pcs. drawwork; 1 celluloid figure; 1 fiber purse; 7715, 2 pcs. drawwork; 7716, 2 silk handkerchiefs; 1 linen handkerchief; 7717, 5 pcs. drawwork; 7718, 3 pcs. drawwork; 7719, 2 pcs. jewelry; 2 silk handkerchiefs; 2 purses; 7720, 9 pcs. drawwork; 7723, 1 silk shawl; 7736, 1 razor; 7742, 14 cut stones; 7743, 1 leather pocketbook; 7744, 1 dagger; 7751, 1 pr. Chinese shoes; 7752, 2 silk scarfs; 7753, 4 onyx ornaments; 4 purses; 1 pc. drawwork; 7757, 3 prs. socks; 1 handkerchief; 2 pins; cuff buttons and studs; 7765, 3 pcs. drawwork; 1 stickpin; 7766, 4 pcs. drawwork; 7767, 5 pcs. crocheted work; 7769, 5 pcs. drawwork; 7770, 5 pcs. drawwork; 7771, 5 pcs. drawwork; 7772, 4 doz. onyx penholders; 7773, 3 pcs. drawwork; 2 souvenir spoons; 1 cut coin fob; 1 cut coin stickpin; 7774, 12 onyx ornaments; 7775, 5 pcs. drawwork; 7777, 1 silk handkerchief; 1 opal stud; 7778, 2 bullfight handkerchiefs; 5 pcs. drawwork; 7779, 3 silk handkerchiefs; 7780, 3 pcs. drawwork; 7782, 2 pcs. drawwork; 1 belt; 7783, 2 pcs. drawwork; 2 souvenir spoons; 7784, 1 silk handkerchief; 1 zarape; 7786, 1 cut coin bracelet; 7787, 1 souvenir spoon; 1 purse; 1 clay plaque; 7788, 2 pcs. drawwork; 1 silk handkerchief; 1 souvenir spoon; 7792, 1 drawwork collar; 7793, 2 pcs. drawwork; 1 souvenir spoon; 7794, 1 stickpin; 7796, 1 drawwork doily; 7797, 15 pcs. drawwork; 7798, 1 bottle perfume; 7804, 1 Mexican saddle; 7805, 1 crocheted bedspread; 7806, 15 pcs. drawwork; 6 opals; 7807, 3 drawwork handkerchiefs; 10 opals; 7809, 1 drawwork doily; 7810, 2 silk handkerchiefs; 1 drawwork doily; 2 fiber purses; 7811, 6 pcs. drawwork; 7812, 6 cut coin pins; 7813, 1 metal belt clasp; 7814, 1 cameo; 7816, 5 pcs. drawwork; 1 wool blanket; 1 cushion top; 7817, 1 wool blanket; 7819, 1 dirk; 1 razor; 7820, 1 dirk; 7821, 1 leather purse and belt; 7822, 2 drawwork collars; 7823, 1 bottle perfume; 1 pc. drawwork; 7824, 3 pcs. drawwork; 7828, 2 silk handkerchiefs; 7829, 42 drawwork doilies; 7830, 1 amber cigar holder; 1 hair hat band; 7831, 7 drawwork handkerchiefs; 1 pr. kid gloves; 7832, 2 pcs. drawwork; 7833, 1 cigar case; 7834, 3 silk handkerchiefs; 7835, 3 silk handkerchiefs; 7847, 3 pcs. drawwork; 7848, 4 pcs. drawwork; 7849, 1 fiber basket; 4 silk handkerchiefs; 1 souvenir spoon; 7850, 1 razor; 7851, 5 cuffon scarfs; 7852, 1 silk shirt; 1 silk tie; 1 linen handkerchief; 7853, 1 silk



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ATHLETIC GOODS. BALLS, BATS, MASKS, GLOVES, MITTS, UNIFORMS. SHOES, CAPS, GLOVE SOFTENER, TOE PLATES, HEEL PLATES, SLIDING PADS. SCORE BOOKS, SUPPORTERS, PROTECTORS, BASES, GUIDES, ETC.

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handkerchief, 1 opal; 7854, 1 watch fob; 7856, 4 yds. wool cloth; 7857, 1 drawwork collar; 7858, 1 coin bracelet; 7859, 4 silk handkerchiefs; 1 leather pocketbook; 1 cameo stickpin; 7860, 2 pcs. drawwork; 7861, 1 pocket knife; 7862, 2 hat pins; 7863, 1 suit underwear; 7864, 1 leather purse; 7865, 14 blank- ets; 7861, 1 silver thimble; 1 bead neck- lace; 7893, 1 belt buckle; 3 filigree pins; 1 silk handkerchief; 7893, 2 silk hand- kerchiefs; 7894, 1 wool blanket; 7896, 1 silk handkerchief; 7897, 2 silk hand- kerchiefs; 1 pr. socks; 1 ash tray; 7898, 4 silk handkerchiefs; 4 pr. socks; 7900, 1 belt woven cloth; 7901, 2 drawwork collars; 7902, 3 silk handkerchiefs; 7904, 2 pcs. drawwork; 7905, 5 pcs. drawwork; 7906, 5 pcs. drawwork; 7907, 1 filigree necklace; 1 opal; 7908, 1 wool blanket; 7909, 10 pcs. draw- work; 1 souvenir spoon; 7912, 1 bottle perfume; 7913, 1 pocketknife; 1 coin watch fob; 7916, 6 drawwork doilies; 2 drawwork collars; 1 drawwork hand- kerchief; 1 silk handkerchief; 7921, 1 silk handkerchief; 7922, 9 silk handker- chiefs; 7923, 1 drawwork collar; 1 silk handkerchief.

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